



**Congressman Michael Arcuri**  
Cordially Invites You to his  
**Seminar for Small Businesses**  
in Central New York

***“Getting Your Share of Government Contracts”***

- Brief, informative presentations from procurement experts
- Question and answer session
- Contacts for follow-up assistance

**Thursday, June 3, 2010**  
**8:30 am           Registration**  
**9:00 – 11:00 am   Program**

**Main Street SUNY Cortland**  
**9 Main Street**  
**Cortland, NY 13045**

**Fee: Free (Refreshments Included)**

This program offers guidance on winning federal contracts including marketing, bidding, regulations, procedures, bonding and more. Come and meet officials from the U.S. Small Business Administration, North Country Procurement Technical Assistance Center, and Small Business Development Center who will provide valuable information to help grow your business.

**New information will be available about the latest initiatives for Women-Owned Business (WOB).**

Please RSVP to Congressman Arcuri’s office at  
607-756-2470 (Cortland) or 315-793-8146/8147 (Utica)  
For further information, call Mohawk Valley SBDC at 315-792-7547





# Getting Your Share of Government Contracts

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**9 Main Street**  
**Cortland, NY 13045**

## Agenda

8:30—9:00 AM	Registration and Continental Breakfast
9:00—9:15 AM	Welcome <i>Congressman Michael Arcuri</i>
	Opening Comments <i>Dave Mallen, Director, Mohawk Valley SBDC</i>
9:15--10:00 AM	“Selling to the Federal Government” <i>James W. Quackenbush, SBA Business Development Specialist</i>
10:00—10:45 AM	“Subcontracting” <i>Claire Seiferth, Program Manager, North Country Procurement Technical Assistance Center</i>
10:45—11:00 AM	Closing Comments <i>Roxanne K. Mutchler, Government Contracting Coordinator, Mohawk Valley Small Business Development Center</i>

